



ADVANCE dōTERRA<sup>®</sup>  
**DIAMOND** PLANNER



## ダイヤモンドクラブ成功への計画表



ダイヤモンドクラブの中で成功する事は、火をおこし、それを大きくする事に良く似ています。チームをサポートしトレーニングを積み重ねることによって、その火(チーム)はどんどん多くなります。トレーニングやサポートにかける集中力と時間によって、火は輝きながら燃え上がります。あなたがチームの一人ひとりを助けることは、一つ一つの火をおこしそして着実に大きくし、やがて各々が自分の輝きを放てるようにサポートすることです。これらの火はあなたを含めた多くの人々を温かく包み込むでしょう。

ダイヤモンドクラブを正しく押し進めることにより、あなたの目標と経験を向上させることができます。その経験は、あなたの成功を持続させることを可能にしてくれます。しかし、もしこの間違った方法で目標を達成しようとしてしまったなら、多くの時間とエネルギーを充ててもほんのわずかな成果を得るかもしくはまったく成果や進歩を得ることができないのです。ダイヤモンドクラブを成功させるためにサポートが必要な方がいたり、ご自分のアカウントにログインする必要がある時は、[doterra.com/diamondclub](https://doterra.com/diamondclub)へお立ち寄りください。

## ダイヤモンドクラブ成功への秘訣

最大限の成功を得るためのヒント：

- 1) 新規登録者の数にとらわれるのではなく、成長、複製、前進することに焦点を置きましょう。そうすることにより、登録者の数は増えていきます。
- 2) レクチャー、トレーニング、指導の為に電話や助言を含んだプランを立て、チームのサポート・システムを確立し、チームを更に大きくしましょう。カギは、新しいリーダーを育成し、自分の代わりに彼らがチームをひっぱることができるようにすることです。
- 3) あなただけがチーム全体のサポートをするのではなく、チームのためにあなたが行っていることの全てを彼らに教える事で、彼ら一人ひとりを育成しましょう。チームメンバーそれぞれが成長すると、彼らが他の人々を自ら育成できるようになります。
- 4) 目的地までの移動時間を有効に使いましょう。自分の為、家族のため、そして現在のリーダーやチームをサポートするための時間を持つことが大切です。
- 5) あなた自身とチームの成長、そして独立をサポートするためのシステムを信じるのが大切です。いろいろなツールエッセンシャルオイル、そしてシステムサポートを使うことにより、あなたの努力が確実になります。
- 6) できるだけ多くのアップラインから、受けられるだけのサポートをできるだけ多く受けましょう。利益を共有しているのですから、互いの荷も負い、助け合うことが大切です。(例：冷凍できる食料の調達、ベビーシッターをする、ファイナンシャルスポンサーとなる、自分のチームを更にサポートする等)

## なぜダイヤモンドクラブなのか？なぜ今なのか？

ダイヤモンドクラブで成功するためには、継続的な努力と熱心さが不可欠です。あなたの探究心は辛い時や助けを必要としている時を乗り越える助けとなります。新規登録、セミナー、健康相談、そしてサクセス・トレーニングなどビジネスの目標の全体像を見ることに集中することができます。

- 1) どうして今、ダイヤモンドクラブに参加参加するのか？ \_\_\_\_\_
- 2) ダイヤモンドクラブで活動する目的、そして自分が持つ全体像は何なのか？ \_\_\_\_\_
- 3) どんなことに失敗する可能性があるのか？通常何が妨げとなっているのか？ \_\_\_\_\_
- 4) 失敗したとき、どうすれば設定した目標を達成するための軌道に戻れるのか？ \_\_\_\_\_



## EMPOWERING BUILDERS

While in Diamond Club, your intention is to help your builders and leaders experience success with building while benefiting from momentum and learning to stand strong on their own as a leader for their team. The following pages outline smart ways to empower as you build aggressively.

### JANUARY: PLAN & PREP

- Connect with each of your key leaders to map out a plan for any travel, goals, and expectations during Diamond Club
- Book February flights and make reminders to book all others flights 2-4 weeks prior
- Continue to enroll and find key builders - engage them in the momentum of Diamond Club, inviting them to partner with you
- Make family/childcare arrangements
- Prepare your bags using the Tools List
- Use your Success Planner and Diamond Club Success Planner to schedule and plan your Diamond Club events (trips)

### EVERY MONTH: MODEL & TEACH SUCCESS HABITS

#### LIVE

- **Use** the products daily
- **Live** the wellness lifestyle by nurturing all areas of your health (Wellness Pyramid - Lifelong Vitality Pack, Sleep, etc.)
- **Create** more clarity and motivation by refocusing and reevaluating your goals (vision boards, affirmations, etc.)

#### SHARE

- **Plan** upcoming classes, trainings and trip details (your role/your leader's role). Keep track of schedule and all contacts, customers, and builders using your Success Planner. Submit reimbursement requests.
- **Share** oil experiences
- **Invite** to upcoming classes and trainings

#### BUILD

- **Present**, edify, and involve your leaders and builders in all classes
- **Enroll** in doTERRA and living a wellness lifestyle through the LRP program
- **Follow-up** powerfully with Wellness Consults, involving your leaders and builders

#### LEAD

- **Strategize** team growth using the Strategic Planner
- **Mentor** key builders weekly and encourage them to mentor their builders. Encourage builders to take the Success Challenge.
- **Nurture** and involve your team with producing Monthly Trainings

#### SUCCESS HABITS

##### Daily

- Use the product
- Personal development
- Connect with 2+:
  - Contacts
  - Customers
  - Builders

##### Weekly

- Present 1+ class or 5+ one-on-ones
- Product training
- Engage in team call
- Receive mentoring
- Mentor key builders

##### Monthly

- Place 125+ LRP order
  - Attend Monthly Training
- ##### Annually
- Attend Convention
  - Attend Spring Retreat
  - Attend Regional Events
  - Enjoy Incentive Trip

### JUNE: CONTINUE TO EMPOWER, STRENGTHEN, & SUPPORT

- Continue to live and support your team in living the Success Habits
- Plan a time to support late in the year. Plan other specific supports to meet the needs of individual teams

## DIAMOND CLUB SUCCESS PLANNER

This recommended schedule has lots of options. Don't overdo or go to overwhelm—do what's useful in each area and eliminate what's not useful. Choose to focus on the best events that will serve each leader and area. Set each trip up for success by using the Trip Planner pages (pg. 11-14).

Make the most of meal times by using them as a time to connect with your leaders and their customers, contacts, and builders. Some great ideas are taking leaders out or inviting them to go with you or doing a potluck as a team. Find more detail on all of these in the following pages.

### RECOMMENDED SCHEDULE: DAY 1 (Thursday)

*Fly in, aiming to arrive early afternoon*

<b>3:00pm</b>	<b>APPOINTMENTS</b> (30 min. solo or 60 min. group) <ul style="list-style-type: none"><li>• Power Mentoring</li><li>• Wellness Consults</li><li>• One-on-One's</li></ul>
<b>5:00pm</b>	<b>DINNER</b> (60 min.)
<b>6:30pm</b>	<b>SAMPLING PARTY</b> (30 min.)
<b>7:00pm</b>	<b>INTRO CLASS</b> (60 min. + 15 min. for closing)
<b>8:15pm</b>	<b>SHARE/BUILD INTRO</b> (30 min.)

### RECOMMENDED SCHEDULE: DAY 2 (Friday)

<b>10:00am</b>	<b>APPOINTMENTS</b> (30-60 min. each)
<b>12:00pm</b>	<b>LUNCH</b> (60 min.)
<b>1:30pm</b>	<b>APPOINTMENTS</b> (30-60 min. each)
<b>5:00pm</b>	<b>DINNER</b> (60 min.) Suggestion: Take leaders out or invite them to go to lunch with you or potluck
<b>6:30pm</b>	<b>SAMPLING PARTY</b> (30 min.)
<b>7:00pm</b>	<b>INTRO CLASS</b> (60 min. + 15 min. for closing)
<b>8:15pm</b>	<b>SHARE/BUILD INTRO</b> (30 min.)

### RECOMMENDED SCHEDULE: DAY 3 (Saturday)

<b>9:00am</b>	<b>MONTHLY TRAINING</b> (120-180 min.) <ul style="list-style-type: none"><li>• Intro to Oils Class/Product Training (45 min.)</li><li>• Break (15 min. - can enroll during this time)</li></ul>
<b>10:00am</b>	• Business Training - Mindset, Skillset, Toolset (60 min.)
<b>11:30am</b>	<b>PLANNING SESSION</b> (30-60 min.) <ul style="list-style-type: none"><li>• Make a plan with team for the next month's classes and training, using a Trip Planner if you are returning the following month</li><li>• Identify each leader and/or builders role in the upcoming events</li><li>• Assist leader to plan key follow-up and other vital actions, as well as promoting your next trip</li></ul>

*Afternoon flight home*

## INTRO CLASS

**INTENTION:** Educate and empower others with doTERRA's powerful natural solutions.

### CLASS OUTLINE:

- Beginning - Educate on science, CPTG/purity, and application.
- Middle - Share oils/products and solutions.
- Close - Invite to enroll and enjoy the benefits of a doTERRA wellness lifestyle. Invite to share and/or build doTERRA.

### CLASS TIPS:

- Opening the class: "I love what I do. I empower others with safer, cheaper, and more effective solutions for their health."
- Closing the class: "If you want to learn how to do what I do, after a 5-10 minute break, we'll talk about how easy it can be to share and do more with doTERRA."
- All who enroll receive a Live Guide & Wellness Consult is scheduled
- All who Book a Class receive their gift (Living Magazine + 5mL Wild Orange) a Share Guide. Call is scheduled to plan class (ideal to be combined with the Wellness Consult).
- Seed the opportunity for enrolling and sharing throughout the class, rather than only mentioning in the close.

### MODEL

#### LEADER'S 1ST CLASS

#### YOU

- Provide class tools & products
- Edify your leader
- Teach entire class, involving your leader as it supports

#### YOUR LEADER

- Invite 15+ qualified guests
- Edify and introduce presenter
- Share oil experience

### ENGAGE

#### LEADER'S 2ND CLASS

- Provide class tools & products
- Edify your leader
- Teach Beginning
- Close class

- Invite 15+ qualified guests
- Edify & introduce presenter
- Share oil experience
- Teach middle portion of class

#### LEADER'S 3RD CLASS

- Provide class tools & products
- Edify your leader
- Share oil experience
- Teach Middle

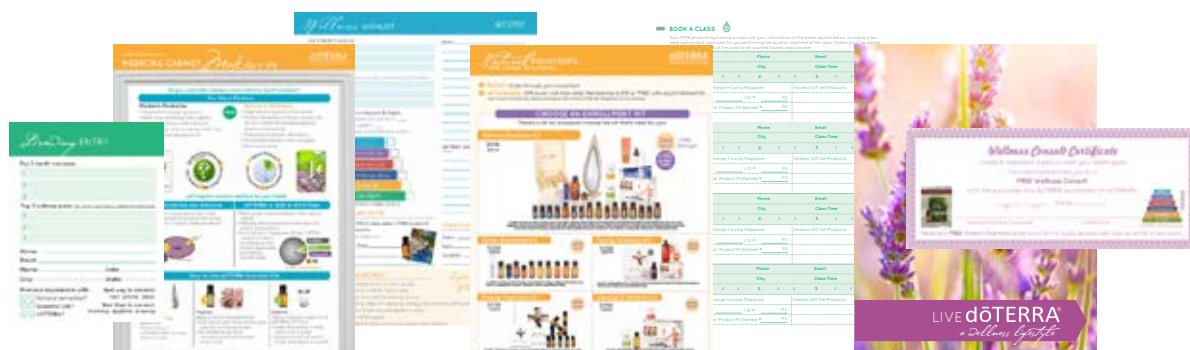
- Invite 15+ qualified guests
- Edify & introduce presenter
- Share oil experience
- Teach begining and closing portions of class

### EMPOWER

#### THEIR HOST/ BUILDER'S 1ST CLASS

- Share oil experience
- Edify your leader and their host/builder
- Support as needed

- Provide class tools and products
- Edify their leader & you as their mentor
- Teach entire class, involving their host/builder as it supports



## SAMPLING PARTY

**INTENTION:** Share oil experiences in a fun, casual environment.

**IDEAS:** Oil experiences can include spa (make bath salts/sugar scrub), cooking (simple treats made healthier and tastier), wellness support (make roll-on bottles for calming/immune support), laundry (make laundry detergent), weight loss (Trim Shake tasting, green smoothies, Slim & Sassy), AromaTouch hand/foot massages, Zyto scans, etc.



## ONE-ON-ONE

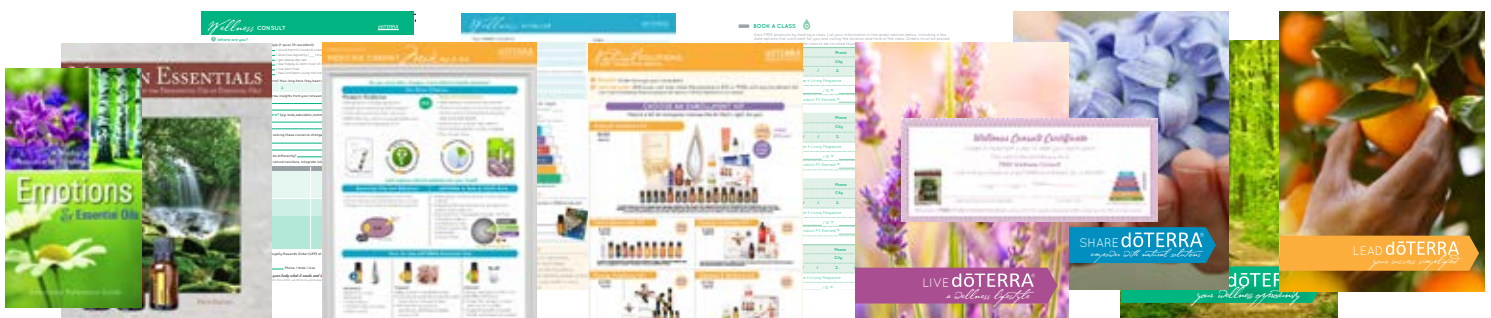
**INTENTION:** Create value and share natural solutions in a more intimate environment.

**IDEAS:** There are a lot of different ways to effectively do a one-on-one. Be sure that whomever the one-on-one is scheduled with has already consented to talking about doTERRA with you (rather than surprising them at the appointment). Ideally, the person you are meeting with have already had an oil experience prior.

Remember that in a one-on-one you are typically doing more listening than speaking (opposite of a class). Ask powerful questions and really listen. Let their needs guide you. Have your resources with you so you can meet their needs. If their needs are financial, show them the oils, but also be prepared to share doTERRA's business opportunity.

Here are some ideas on ways to do effective one-on-ones:

- Set an appointment time to go to their home or business for the one-on-one
- Invite them out to lunch/dinner to talk about doTERRA
- Offer to give a free 15 min. Wellness Consult to simply look up their top 3 common ailments and connect them with natural solutions.
- If the situation permits, plug in a diffuser with oils running while doing the one-on-one
- Treat the one-on-one similarly to a class, ensuring that the same fundamental topics are covered (i.e. don't skip talking about the purity and science to jump right into solutions).



## POWER MENTORING

**INTENTION:** Model powerful mentoring for your leaders. Assist to clear blocks and together create a strong plan and strategy for success.

**IDEAS:** Use the Power Mentoring form to guide the mentoring session and the Strategic Planner to map out a successful strategy for growth. Involve and edify your leader in Power Mentoring their leaders.

MODEL

LEADER'S  
1ST TIME  
MENTORING

- Provide Power Mentoring & Strategic Planner forms
- Edify your leader
- Mentor using Power Mentoring
- Strategize using Strategic Planner

YOUR LEADER

- Edify you as a mentor
- Share their Why & Goals/Vision

ENGAGE

LEADER'S  
2ND TIME  
MENTORING

- Provide Power Mentoring & Strategic Planner forms
- Edify your leader
- Mentor using 1st page of Power Mentoring
- Strategize using Strategic Planner

- Edify you as a mentor
- Share their Why & Goals/Vision
- Mentor using 2nd page of Power Mentoring

LEADER'S  
3RD TIME  
MENTORING

- Provide Power Mentoring & Strategic Planner forms
- Edify your leader
- Mentor using 2nd page of Power Mentoring
- Support in strategizing

- Edify you as a mentor
- Share their Why & Goals/Vision
- Mentor using 1st page of Power Mentoring
- Strategize using Strategic Planner

EMPOWER

THEIR HOST/  
BUILDER'S  
1ST TIME  
MENTORING

- Share your Why
- Edify your leader and their builder
- Support as needed

- Provide Power Mentoring & Strategic Planner forms
- Edify their leader & you as their mentor
- Mentor using Power Mentoring
- Strategize using Strategic Planner

**POWER MENTORING**

For mentees to complete after mentoring.

1. **WHERE ARE YOU NOW?** What is working in your business? (List 3-5 items)

2. **WHERE DO YOU WANT TO BE?** Where would you like your business to be in 6 months? (List 3-5 items)

3. **WHAT DO YOU NEED TO GET THERE?** What needs to change for you to get there? (List 3-5 items)

4. **HOW COMFORTABLE ARE YOU?** How comfortable are you with your growth? (Circle a number 1-5)

5. **SET CLEAR:** List 3-5 goals you want to achieve in your business. (List 3-5 items)

6. **YOUR WHY:** Why are you doing this? (List 3-5 items)

7. **GOALS:** List 3-5 goals you want to achieve in your business. (List 3-5 items)

8. **YOUR WHY:** Why are you doing this? (List 3-5 items)

9. **YOUR WHY:** Why are you doing this? (List 3-5 items)

10. **YOUR WHY:** Why are you doing this? (List 3-5 items)

**SKILLSET**

State where you are at in each of these skillsets. (List 3-5 items)

**HINDSET**

What are your biggest challenges? (List 3-5 items)

**TOOLSET**

What tools do you use in your business? (List 3-5 items)

**SUCCESS PRINCIPLES & BUILT LEVELS**

What are your success principles? (List 3-5 items)

**TOOLSET**

What tools do you use in your business? (List 3-5 items)

**STRATEGIC PLANNER**

What is your business? (List 3-5 items)

**GOALS:** What are your goals for the next 6 months? (List 3-5 items)

**POWER OF 3:** What are your 3 main goals for the next 6 months? (List 3-5 items)

**NEW ENROLLMENTS:** How many new enrollments do you want to achieve in the next 6 months? (List 3-5 items)

**RECOGNITION:** How many new enrollments do you want to achieve in the next 6 months? (List 3-5 items)



## WELLNESS CONSULTS

**INTENTION:** Connect natural solutions with the customer's top health concerns/goals; help them see the value of LRP to support their goals. Support & empower your leader so they develop confidence in their ability as a natural solutions provider.

### OUTLINE:

- Wellness Consult: Find solutions using the Wellness Consult form (using Modern Essentials and Emotions & Essential Oils book as needed)
- Live Guide: Explain how to learn and buy more (Loyalty Rewards Program)
- Share Guide: Invite to share

#### MODEL

LEADER'S  
1ST TIME  
DOING A  
WELLNESS  
CONSULT

#### YOU

- Provide Wellness Consult tools
- Edify your leader
- Give Wellness Consult
- Walk through Live Guide
- Invite to share

#### YOUR LEADER

- Edify you as a consultant
- Share their testimonial

#### ENGAGE

LEADER'S  
2ND TIME  
DOING A  
WELLNESS  
CONSULT

- Provide Wellness Consult tools
- Edify your leader
- Give Wellness Consult
- Invite to share

- Edify you as a mentor
- Share their testimonial
- Walk through Live Guide

LEADER'S  
3RD TIME  
DOING A  
WELLNESS  
CONSULT

- Provide Wellness Consult tools
- Edify your leader
- Give Wellness Consult

- Edify you as a mentor
- Share their testimonial
- Walk through Live Guide
- Invite to share

#### EMPOWER

THEIR  
BUILDER'S  
1ST TIME  
DOING A  
WELLNESS  
CONSULT

- Share your testimonial
- Edify your leader and their builder
- Support as needed

- Provide Wellness Consult tools
- Edify their leader & you as their mentor
- Give Wellness Consult
- Walk through Live Guide
- Invite to share

**Wellness Consult**

1. Where are you? (Check all that apply)

2. What are your health concerns? (Check all that apply)

3. What are your goals? (Check all that apply)

4. What are your current health concerns? (Check all that apply)

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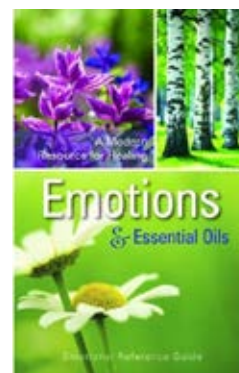
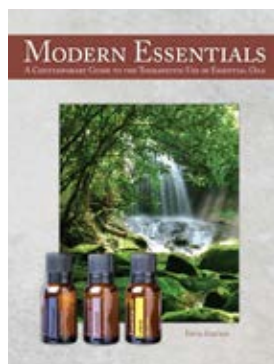
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## SHARE/BUILD INTRO

**INTENTION:** Empower guests to share effectively and inspire with the possibilities of building doTERRA.

### OUTLINE:

(After a 5-10 min. break to enroll and answer questions from the Intro Class)

- Share Guide (5 min): Teach and model 3 interactions.
- Build Guide (10-15 min): Educate about the doTERRA opportunity and the available options using page 2-3 (7 min.). Engage them in the opportunity by inviting them to answer the 5 questions on page 4 and choose the path that best fits what they want to create.

	YOU	YOUR LEADER
MODEL	LEADER'S 1ST CLASS <ul style="list-style-type: none"> <li>• Provide class tools</li> <li>• Edify your leader</li> <li>• Share your Why</li> <li>• Teach entire class, involving your leader as it supports</li> </ul>	<ul style="list-style-type: none"> <li>• Share their Why</li> </ul>
ENGAGE	LEADER'S 2ND CLASS <ul style="list-style-type: none"> <li>• Provide class tools &amp; products</li> <li>• Edify your leader</li> <li>• Share your Why</li> <li>• Teach <i>Build Guide</i></li> <li>• Close class</li> </ul>	<ul style="list-style-type: none"> <li>• Share their Why</li> <li>• Teach <i>Share Guide</i></li> </ul>
	LEADER'S 3RD CLASS <ul style="list-style-type: none"> <li>• Provide class tools &amp; products</li> <li>• Edify your leader</li> <li>• Share your Why</li> <li>• Teach <i>Share Guide</i></li> <li>• Close class</li> </ul>	<ul style="list-style-type: none"> <li>• Share their Why</li> <li>• Teach <i>Build Guide</i></li> </ul>
EMPOWER	THEIR HOST/ BUILDER'S 1ST CLASS <ul style="list-style-type: none"> <li>• Share your Why</li> <li>• Edify your leader and their host/builder</li> <li>• Support as needed</li> </ul>	<ul style="list-style-type: none"> <li>• Provide class tools</li> <li>• Edify their leader &amp; you as their mentor</li> <li>• Teach entire class, involving their host/builder as it supports</li> </ul>



## MONTHLY TRAINING

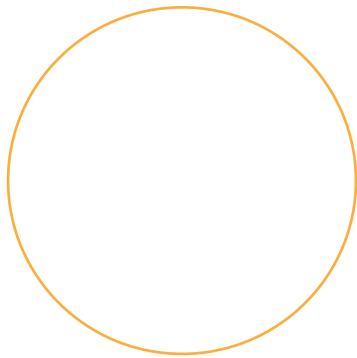
**INTENTION:** Educate team on more doTERRA products and how to build a doTERRA business successfully.

**OUTLINE:**

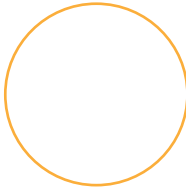
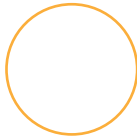





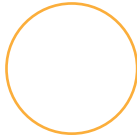
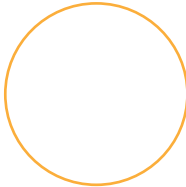

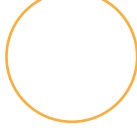
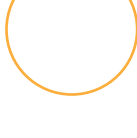

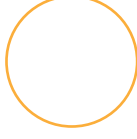
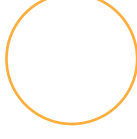
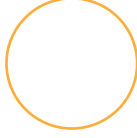
- Intro Class/Product Training
- Business Training
  - 1st Steps of Build Guide
  - Success Training - Mindset, Skillset, Toolset
  - Lead Guide/Success Challenge (for those who have completed 1st Steps in Build)
- Recognition

	YOU	YOUR LEADER
MODEL	LEADER'S 1ST TRAINING <ul style="list-style-type: none"> <li>• Provide product &amp; training tools</li> <li>• Edify your leader</li> <li>• Share your Story/Why</li> <li>• Teach entire training, involving your leader as it supports</li> <li>• Recognition</li> </ul>	<ul style="list-style-type: none"> <li>• Introduce &amp; edify presenter (you)</li> <li>• Share their Why</li> </ul>
ENGAGE	LEADER'S 2ND CLASS <ul style="list-style-type: none"> <li>• Provide product &amp; training tools</li> <li>• Edify your leader</li> <li>• Share your Why</li> <li>• Teach Business Training</li> <li>• Recognition</li> </ul>	<ul style="list-style-type: none"> <li>• Introduce &amp; edify presenter (you)</li> <li>• Share their Why</li> <li>• Teach Product Training</li> </ul>
	LEADER'S 3RD CLASS <ul style="list-style-type: none"> <li>• Provide product &amp; training tools</li> <li>• Edify your leader &amp; builders</li> <li>• Share your Why</li> <li>• Teach Product Training</li> <li>• Recognition</li> </ul>	<ul style="list-style-type: none"> <li>• Introduce &amp; edify presenter (you)</li> <li>• Share their Why</li> <li>• Teach Business Training</li> </ul>
EMPOWER	THEIR HOST/ BUILDER'S 1ST CLASS <ul style="list-style-type: none"> <li>• Share your Why</li> <li>• Edify your leader and their builders</li> <li>• Support as needed</li> </ul>	<ul style="list-style-type: none"> <li>• Provide product &amp; training tools</li> <li>• Edify their leader &amp; you as their mentor</li> <li>• Teach entire training, involving their builders as it supports</li> <li>• Recognition</li> </ul>





## Diamond

	<b>Silver</b>		3k		3k		3k
	<b>Silver</b>		3k		3k		3k
	<b>Silver</b>		3k		3k		3k
	<b>Silver</b>		3k		3k		3k





## 成功に向けての計画を立てる

1. 旅の目的: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
2. リーダーが訪問し関わりを持つべき重要な地域: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
3. 彼らがつながりを持つべきリーダー: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
4. 健康相談をする主要な顧客: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
5. セミナーに招待する人物: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

鮮明な目標を設定すること。目標達成や進歩を祝うこと。

	ターゲット	達成
新規登録		
LRPへの登録		
セミナーに予約を入れた新規登録者		
ビジネスに真剣に取り組む姿勢のある新規登録者 (リーダー・ガイド、10のステップ)		
「成功への挑戦」に参加しているリーダー		
トレーニングを受けたリーダー		
トレーナーとしての資格を持つリーダー		

旅の計画／メモ : \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



一日目 \_\_\_\_\_

5am \_\_\_\_\_

\_\_\_\_\_

6am \_\_\_\_\_

\_\_\_\_\_

7am \_\_\_\_\_

\_\_\_\_\_

8am \_\_\_\_\_

\_\_\_\_\_

9am \_\_\_\_\_

\_\_\_\_\_

10am \_\_\_\_\_

\_\_\_\_\_

11am \_\_\_\_\_

\_\_\_\_\_

12pm \_\_\_\_\_

\_\_\_\_\_

1pm \_\_\_\_\_

\_\_\_\_\_

2pm \_\_\_\_\_

\_\_\_\_\_

3pm \_\_\_\_\_

\_\_\_\_\_

4pm \_\_\_\_\_

\_\_\_\_\_

5pm \_\_\_\_\_

\_\_\_\_\_

6pm \_\_\_\_\_

\_\_\_\_\_

7pm \_\_\_\_\_

\_\_\_\_\_

8pm \_\_\_\_\_

\_\_\_\_\_

9pm \_\_\_\_\_

\_\_\_\_\_

10pm \_\_\_\_\_

\_\_\_\_\_

11pm \_\_\_\_\_

目的地: \_\_\_\_\_

今日の意図: \_\_\_\_\_

必要に応じ予定を入れる:

- リーダーとの指導集会
- 顧客との健康相談
- 顧客との1対1のミーティング
- イベントに予約が入っているセミナーの数

計画が必要な事柄／メモ:

- 食事
- 旅行の詳細

### 本日のセミナー

場所: \_\_\_\_\_

招待を受けた／延期された ☐

ドテラ製品体験ミーティング

テーマ: \_\_\_\_\_

準備すること／メモ: \_\_\_\_\_

入門セミナー

トピック: \_\_\_\_\_

イントロ: \_\_\_\_\_

開始: \_\_\_\_\_

中間: \_\_\_\_\_

オイル体験談を話す: \_\_\_\_\_

終了: \_\_\_\_\_

分かち合い／組み立て

イントロ: \_\_\_\_\_

分かち合い: \_\_\_\_\_

組み立て: \_\_\_\_\_

メモ:

感想: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



## DAY 2

5am	_____
•	_____
6am	_____
•	_____
7am	_____
•	_____
8am	_____
•	_____
9am	_____
•	_____
10am	_____
•	_____
11am	_____
•	_____
12pm	_____
•	_____
1pm	_____
•	_____
2pm	_____
•	_____
3pm	_____
•	_____
4pm	_____
•	_____
5pm	_____
•	_____
6pm	_____
•	_____
7pm	_____
•	_____
8pm	_____
•	_____
9pm	_____
•	_____
10pm	_____
•	_____
11pm	_____

TRIP LOCATION: \_\_\_\_\_

TODAY'S INTENTION: \_\_\_\_\_

### SCHEDULE AS NEEDED:

- Power Mentoring Sessions with Builders
- Wellness Consults with Customers
- One-on-ones with Contacts
- Classes booked at your events

### REMEMBER TO PLAN/NOTE:

- Meals
- Travel arrangements

### TODAY'S CLASSES

Location: \_\_\_\_\_

Invitations Given/Extended ☐

### SAMPLING PARTY

Theme: \_\_\_\_\_

Prep/Notes: \_\_\_\_\_

### INTRO CLASS

Topic: \_\_\_\_\_

Intro: \_\_\_\_\_

Beginning: \_\_\_\_\_

Middle: \_\_\_\_\_

Share oil experience: \_\_\_\_\_

Close: \_\_\_\_\_

### SHARE/BUILD CLASS

Intro: \_\_\_\_\_

Share: \_\_\_\_\_

Build: \_\_\_\_\_

### NOTES:

INSIGHTS/GRATITUDE: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



## DAY 3

5am



6am



7am



8am



9am



10am



11am



12pm



1pm



2pm



3pm



4pm



5pm



6pm



7pm



8pm



9pm



10pm



11pm

TRIP LOCATION: \_\_\_\_\_

TODAY'S INTENTION: \_\_\_\_\_

SCHEDULE AS NEEDED:

- Power Mentoring Sessions with Builders
- Wellness Consults with Customers
- One-on-ones with Contacts
- Classes booked at your events

REMEMBER TO PLAN/NOTE:

- Meals
- Travel arrangements

### TODAY'S CLASSES

Location: \_\_\_\_\_

Invitations Given/Extended ☐

### SAMPLING PARTY

Theme: \_\_\_\_\_

Prep/Notes: \_\_\_\_\_

### INTRO CLASS

Topic: \_\_\_\_\_

Intro: \_\_\_\_\_

Beginning: \_\_\_\_\_

Middle: \_\_\_\_\_

Share oil experience: \_\_\_\_\_

Close: \_\_\_\_\_

### SHARE/BUILD CLASS

Intro: \_\_\_\_\_

Share: \_\_\_\_\_

Build: \_\_\_\_\_

NOTES:

INSIGHTS/GRATITUDE: \_\_\_\_\_





**目標\*** 必要なときにこの表を見返し、完成させてください。

**j** なぜドテラでビジネスをするのか? \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**7** 私は2014年5月31日(ダイヤモンドクラブ終了時:4ヵ月目)かそれまでに \_\_\_\_\_  
 (目標ランク)へ達成します。

**7** 私は現在 \_\_\_\_\_ (ランク)で、2014年2月28日(1月目の終わり)かそれまでに \_\_\_\_\_/月の  
 収入を達成します。

**7** 私は現在 \_\_\_\_\_ (ランク)で、2014年3月31日(2月目の終わり)かそれまでに \_\_\_\_\_/月の  
 収入を達成します。

**7** 私は現在 \_\_\_\_\_ (ランク)で、2014年4月30日(3月目の終わり)かそれまでに \_\_\_\_\_/月の  
 収入を達成します。

**7** 私は現在 \_\_\_\_\_ (コンベンション時のランク)で、2014年7月31日(表彰を受ける為)かそ  
 れまでに \_\_\_\_\_/月の収入を達成します。

**7** 私は現在 \_\_\_\_\_ (今から一年後のランク)で、 \_\_\_\_\_ かそれまでに \_\_\_\_\_/月の収入を達成します。

**7** 現在の顧客保持率は \_\_\_\_\_ %で、目標は \_\_\_\_\_ % (30日) \_\_\_\_\_ % (60日) \_\_\_\_\_ % (90日)

**ランク\*** ランク計画表に適当な目標ランクを書き込み、あなたの実績を辿っていきましょう。  
 チームの焦点エリアや重要なことなどは裏に書き込みます。

- 7** 目標を達成するためには:
- 自分のチームのどの点での成長を見れるでしょうか? リーダーたちをどのように育成することができるでしょうか?
  - ドテラを必要としている人は誰でしょうか? このビジネスを共に成功させる人とは誰でしょうか? 連絡先を確認し誰に連絡したかを確認するためのメモを残しましょう。
  - 設定した目標ランクを達成するために重要な3つの事柄は何ですか?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**パワー・オブ3** パワー・オブ3の計画表を使い、実績を辿っていきましょう。

**7** 第一ランク: \$50 \$250 \$1500                      第二ランク: \$50 \$250 \$1500

- 何が必要なのか? \_\_\_\_\_
- LRPに参加した新規登録者: \_\_\_\_\_ LRPに参加した顧客: \_\_\_\_\_

## 目標達成を認識する

★ あなたを含むチームの目標達成を、どのように認識し称賛することができるでしょうか? \_\_\_\_\_  
 \_\_\_\_\_

★ ランクの進歩:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

★ トップの登録者:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

## ダイヤモンドクラブ計画表



ダイヤモンドクラブ参加中に、どの部分で成長が必要なのかを見極め、明確に目標を決めましょう。目標を定めたら、印をつけて出席する必要のあるセミナーやクラスを確認します。大切な覚書やメモもとります。

★ YOUR BUILDER: \_\_\_\_\_  
7 現在のランク: \_\_\_\_\_ 目標: \_\_\_\_\_

Their Builder			
現在のランク	_____	_____	_____
ランクの目標	_____	_____	_____
必要な ボリューム数	_____	_____	_____
現在のボリューム数	_____	_____	_____
目標ランクを達成 するために必要な ボリューム数	_____	_____	_____
必要な セミナーの数	_____	_____	_____
必要な出張の数	_____	_____	_____

V 主に必要な事柄: \_\_\_\_\_

V サポートを行う期限: \_\_\_\_\_

V すべき事柄: \_\_\_\_\_

★ YOUR BUILDER: \_\_\_\_\_  
7 現在のランク: \_\_\_\_\_ 目標: \_\_\_\_\_

Their Builder			
現在のランク	_____	_____	_____
ランクの目標	_____	_____	_____
必要な ボリューム数	_____	_____	_____
現在のボリューム数	_____	_____	_____
目標ランクを達成 するために必要な ボリューム数	_____	_____	_____
必要な セミナーの数	_____	_____	_____
必要な出張の数	_____	_____	_____

V 主に必要な事柄: \_\_\_\_\_

V サポートを行う期限: \_\_\_\_\_

V すべき事柄: \_\_\_\_\_

★ YOUR BUILDER: \_\_\_\_\_  
7 現在のランク: \_\_\_\_\_ 目標: \_\_\_\_\_

Their Builder			
現在のランク	_____	_____	_____
ランクの目標	_____	_____	_____
必要な ボリューム数	_____	_____	_____
現在のボリューム数	_____	_____	_____
目標ランクを達成 するために必要な ボリューム数	_____	_____	_____
必要な セミナーの数	_____	_____	_____
必要な出張の数	_____	_____	_____

V 主に必要な事柄: \_\_\_\_\_

V サポートを行う期限: \_\_\_\_\_

V すべき事柄: \_\_\_\_\_

★ YOUR BUILDER: \_\_\_\_\_  
7 現在のランク: \_\_\_\_\_ 目標: \_\_\_\_\_

Their Builder			
現在のランク	_____	_____	_____
ランクの目標	_____	_____	_____
必要な ボリューム数	_____	_____	_____
現在のボリューム数	_____	_____	_____
目標ランクを達成 するために必要な ボリューム数	_____	_____	_____
必要な セミナーの数	_____	_____	_____
必要な出張の数	_____	_____	_____

V 主に必要な事柄: \_\_\_\_\_

V サポートを行う期限: \_\_\_\_\_

V すべき事柄: \_\_\_\_\_

## DIAMOND CLUB PLAN AT A GLANCE



Map out below when and where your travel/classes will be during Diamond Club, as well as any classes or trainings that will happen after in June.

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
Wednesday	1 New Year's Day					
Thursday	2				1 Submit Form for Reimbursement	
Friday	3				2	
Saturday	4	1	1 Submit Form for Reimbursement		3	
Sunday	5	2	2		4	1
Monday	6 Challenge Begins	3 Challenge Begins	3 Challenge Begins		5 Challenge Begins	2 Challenge Begins
Tuesday	7	4	4	1 Submit Form for Reimbursement	6	3
Wednesday	8	5	5	2	7	4
Thursday	9	6	6	3	8	5
Friday	10	7	7	4	9	6
Saturday	11	8	8	5	10	7
Sunday	12	9	9	6	11 Mother's Day	8
Monday	13 doTERRA Incentive Trip - Tulum, Mexico	10	10	7 Challenge Begins	12	9
Tuesday	14	11	11	8	13	10
Wednesday	15	12	12	9	14	11
Thursday	16	13	13 doTERRA Leadership	10	15	12
Friday	17	14 Valentine's Day	14 Conference - Phoenix, AZ & Success Trainer Training	11	16	13
Saturday	18	15	15	12	17	14
Sunday	19	16	16	13	18	15 Father's Day
Monday	20 Martin Luther King Jr. Day	17 President's Day	17 St. Patrick's Day	14	19	16
Tuesday	21	18	18	15	20	17
Wednesday	22	19	19	16	21	18
Thursday	23	20	20	17	22	19
Friday	24	21	21	18 Good Friday	23	20
Saturday	25	22	22	19	24	21
Sunday	26	23	23	20 Easter Sunday	25	22
Monday	27	24	24	21	26 Memorial Day	23
Tuesday	28	25	25	22	27	24
Wednesday	29	26	26	23	28	25
Thursday	30	27	27	24	29	26
Friday	31	28	28	25	30	27
Saturday			29	26	31 Submit Form for Reimbursement	28
Sunday			30	27		29
Monday			31	28		30
Tuesday				29		
Wednesday	SUCCESS		19	30		©SHARESUCCESS.COM



## RECOMMENDED TOOLS LIST

Enjoy how much simpler success can be with powerful tools at your fingertips. Get equipped at [ShareSuccess.com/shop](https://ShareSuccess.com/shop) or for free download at [ShareSuccess.com/library](https://ShareSuccess.com/library).

NEED	HAVE	INTRO CLASS TOOLS
		• Drawing Entry Forms (100/pad)
		• Medicine Cabinet Makeover Handouts (25/pack)
		• Wellness Wishlist handouts (50/pad)
		• Choose a Kit Handouts (25/pad)
		• Live Guides (10/pack)
		• Wellness Consult Certificates (25/pack)
		• Living Magazines + 5mL Wild Orange (Empower Kit - 25 of each/kit)
		• Book a Class form (in Lead Guide or FREE download)
		<b>SHARE/BUILD CLASS TOOLS</b>
		• Share Guides (10/pack)
		• Build Guides (10/pack)
		• Healthy Can Be Simple Intro Guides (10/pack)
		• Class Invitations (25/pack or FREE download)
		• Examples of sample bottles, beadlets, and Deep Blue Rub packets
		<b>WELLNESS CONSULT TOOLS</b>
		• Wellness Consult pad (50 /pad)
		• Modern Essentials
		• Emotions and Essential Oils book
		<b>POWER MENTORING TOOLS</b>
		• Power Mentor forms (in Lead Guide or FREE download)
		• Strategic Planner pages (in Success Planner or FREE download)
		<b>MONTHLY TRAINING TOOLS</b>
		• Success Simplified tear sheet (FREE download)
		• Lead Guides
		• Success Essentials Training Guides (softbound/3-hole or ebook)

## DIAMOND CLUB TOOL KITS

KIT	INCLUDES
Total Tool Kit	Pack of all tools listed above
Class Kit	Pack of all class tools
Action Pack	Everything for Share/Build class and Wellness Consults





## IDEAS TO CUSTOMIZE

Gauge the needs of each area to know when to draw on these different experiences to meet different needs. Schedule with team prior to trip.

### AROMATOUCH MASSAGE

- Giving an AromaTouch massage is a great way to add more value to your Diamond Club trips. Consider including AromaTouch as a part of the Wellness Consult, adding it as an additional incentive for enrollment, or even giving an AromaTouch to your leaders in appreciation for their efforts and support.

### AROMATOUCH TRAINING

- If you are a certified AromaTouch Instructor, you can add additional value and even create additional income by holding a training when it supports.

### CUSTOMER APPRECIATION NIGHT

- Invite everyone in the area who has ever purchased to attend
- Offer free:
  - Refreshments made with oils
  - “Make and Takes”
  - 10 minute Wellness Consults
  - Zyto scans
- At the event, invite all to attend an upcoming class

### SPEED PRODUCT TRAINING

- Allow attendees to select from different stations/tables where they can attend a 10 min. class based around the same theme (i.e. emotional healing, cold & flu season, etc.)
- Set a timer to have everyone change stations/tables every 10 minutes so each attendee can experience a wide range of powerful topics and implementation

### GROUP MENTORING AT MONTHLY TRAINING

- Divide the attendees into groups based on what level they are trying for in doTERRA (eg. Earning Product for Free, Supplementing Income, Replacing Income, or Multiplying Income)
- Invite each attendee to share their top block, having the group offer ideas and insights on how to break through

### GROUP POWER MENTORING

- Invite all interested leaders to bring a completed Strategic Planner and Power Mentoring form
- Look at common blocks and support with strategy ideas and training

